

Message Text

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12

ACTION COME-00

INFO OCT-01 EUR-12 NEA-09 ISO-00 PM-03 CIAE-00 INR-07

NSAE-00 RSC-01 EB-07 /040 W
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R 280755Z JAN 75

FM AMEMBASSY ROME

TO SECSTATE WASHDC 9225

AMEMBASSY JIDDA

INFO AMEMBASSY BONN

AMCONSUL MILAN

MED DIV ENGR, CAMP DARBY LIVORNO, ITALY

LANT NAV FAC ENG COMBRO, NAPLES, ITALY

SEC DEF, WASHDC

DA, WASHDC

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E.O. 11652: N/A

TAGS: BTIO, SA

SUBJECT: US ARMY CORPS OF ENGINEERS SAUDI ARABIA MILITARY
CONSTRUCTION PROJECT

1. A ROME - BASED US BUSINESS CONTACT HAS QUERIED THE EMBASSY ABOUT BIDDING PROCEDURES FOR A \$700 MILLION - #1 BILLION MILITARY CONSTRUCTION PROJECT IN SAUDI ARABIA FOR WHICH HE ASSERTS THE US ARMY CORPS OF ENGINEERS IS LETTING THE CONTRACTS. THE SPECIFIC QUESTION INVOLVES THE PURCHASE OF A PLANT TO PRODUCE TEMPORARY HOUSING. THIS WAS THE FIRST INDICATION WE HAD OF SUCH CORPS ACTIVITY IN SAUDI ARABIA.

2. ACCORDING TO OUR BUSINESS CONTACT, RECENT LARGE CORPS CONTRACT AWARDS HAVE GONE TO TWO GERMAN FIRMS, HOCHTIEF AND HOLTZMANN (NOT OTHERWISE IDENTIFIED). HENCE HIS CONCERN (AND OURS) THAT US SUPPLIERS AND ENGINEERING FIRMS RECEIVE AS LARGE PART OF THIS AND OTHER SUCH CONTRACTS AS POSSIBLE. THE QUESTION ARISES, FOR EXAMPLE, IF THERE IS A PROVISION FOR PREFERENCE FOR US FIRMS IN CONSIDERING CONTRACT BIDS.

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3. WE ANTICIPATE A NUMBER OF QUESTIONS FROM INTERESTED FIRMS WHEN THE BID ANNOUNCEMENT IS MADE AND MOREOVER WOULD LIKE TO BE IN A POSITION TO INFORM US COMPANIES HERE OF THE GENERAL PROCEDURES TO BE FOLLOWED IN BIDDING.

4. ACTION REQUESTED. PLEASE PROVIDE INFORMATION ON THE BIDDING PROCEDURES WHICH APPLY TO US FIRMS FOR THE SAUDI ARABIA PROJECT AND ROUTINELY FOR OTHER SUCH PROJECTS--PARTICULARLY IN THE MID-EAST--IN WHICH THE CORPS IS OR MAY BECOME INVOLVED. VOLPE

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